



GOVERNOR GREG ABBOTT

October 6, 2016

Mr. Paul Gibson  
Statewide HUB Program Manager  
Texas Procurement and Support Services Division  
Texas Comptroller of Public Accounts  
1711 San Jacinto Blvd.  
Austin, Texas 78701

Dear Mr. Gibson;

The Office of the Governor is committed to providing Historically Underutilized Businesses (HUBs) the opportunity to participate in the Office's procurement process for all goods and services. At every opportunity, the Office of the Governor contracts with vendors who are either HUBs or who sub-contract with HUBs.

Not reflected in our expenditure totals and percentages are the many small business forums that our office of Economic Development and Tourism – Small Business Development performs. The office has helped to increase contracting opportunities for Texas small businesses by educating them through forums held statewide in collaboration with the Texas Workforce Commission. The forums provide a great opportunity to network and connect with industry specialists, government officials, service providers and other regional businesses.

Additional forums are scheduled for FY17 focusing on a wide range of opportunities available to all businesses, including minority and woman owned businesses, veterans, and businesses interested in expanding globally.

Attached please find some key highlights of our offices' initiatives related to HUB promotion, support and utilization by our Governor's Small Business office for FY16.

The Office of the Governor will continue its' commitment to the State of Texas' HUB program.

Sincerely,

Terrie Boland  
Director of Financial Services

Attachment  
Cc: Liz Reid, Purchaser

### Notes for Annual HUB Report Supplemental Letter

#### Continued support and engagement with TAAACC, TAMACC, and USPAACC by the Governor's Office:

- Governor Abbott met with the TAAACC Board - August 2015
- Governor Abbott spoke at Black Business Day at the Capitol - March 31, 2016
- EDT Executive Director will be speaking at the TAAACC 16<sup>th</sup> Annual Conference – Sept 23, 2016
- Director of Community Affairs (Communications department) and Senior Policy Advisor engaged with TAAACC and USPAACC - SW
- Governor's Office of Small Business Assistance regularly meets with TAAACC and TAMACC leadership and assists with the initiatives of each organization
  - o Participates in and financially supported the Annual Conventions of TAAACC and TAMACC in 2016

#### Texas Association of African-American Chambers of Commerce (TAAACC; 22 chambers):

- Financial support for the 2016 TAAACC 16<sup>th</sup> Annual Conference on Sept 22-23 (\$7,500)
  - o With this support the Small Business team is integrating the Governor's Small Business Workshop into this event. TWC and our team will be participating in various parts of their two day conference.
- Financially supported past TAAACC Annual Conferences and integrated Governor's Small Business Forums into previous conferences (in 2014)
- Prairie View A&M received a 2016 Governor's Small Business Service Provider Grant
  - o Prairie View A&M will use the \$10,000 grant to strengthen their Businesses in Development (BID) Academy Workshops which provides continuing education to small and historically underutilized businesses (HUBs).
- Governor's Small Business Forums:
  - o HUB Coordinators from state agencies are invited to participate in GSB Forums
  - o Exhibit space provided for each agency to interface with HUBs and small businesses
  - o Complimentary registration for each GSB Forum
- Participation in the Texas Rural Leadership Conference (joint project of Texas Rural Leadership Program and Prairie View A&M University): delivered breakout sessions to share resources and keynote
- US Africa Business Matchmaking – October 13-15, 2016 (Staff will speak)
- Greater Austin Black Chamber of Commerce: Staff participates in their events

#### Texas Association of Mexican American Chambers of Commerce (TAMACC, 18 chambers):

- Financial support for the 2016 TAMACC Annual Conference on Aug 4-6 (\$7,500)
  - o With this support the Small Business team integrated the Governor's Small Business Workshop into this event. TWC and our team participated in various parts of their three day conference.
- Greater Austin Hispanic Chamber of Commerce: Israel Irrobal participates in their events
- El Paso Hispanic Chamber of Commerce hosted the Governor's Small Business Forum on April 14, 2016 (was also selected as the host partner in 2015). First Lady Cecilia Abbott presented the Texas Small Business Awards, USA Today article

US Pan Asian American Chamber of Commerce - Southwest (USPAACC – SW)

- Staff spoke at the USPAACC 15<sup>th</sup> Annual Business Expo on August 11, 2016
- Governor's Office has assisted the Asian Contractors Association

HUB Discussion Working Group (HUB DWG was founded in 1999)

- Governor's Small Business team participates in the bi-monthly HUB Discussion Working Group meetings
- Participation in and promotion of HUB events conducted by state agencies
  - o 4<sup>th</sup> Annual HUB Expo: April 7, 2016: staff spoke and attended
    - <http://www.twc.state.tx.us/files/news/invitation-fourth-annual-hub-expo-2016-twc.pdf>
  - o Texas Facilities Commission HUB Expo: June 30<sup>th</sup>, 2016: Staff attended
    - Hosted by: Texas Facilities Commission, Texas Association of African American Chamber of Commerce and Texas Association of Mexican American Chamber of Commerce
    - <http://www.tfc.state.tx.us/newsevents/>
  - o DPS HUB Expo: coming up on December 2
- Promotion of HUB Utilization MOCs/MOUs by state agencies
  - o UT Austin - MOC as an example of the 17 MOCs/MOUs by state agencies

2016 Survey of Small Businesses & HUBs:

- UTSA will be conducting a survey and research project of HUBs and small businesses (September-December 2016): wants, needs, challenges, barriers to success. Survey will be to 450,000 small businesses in Texas:
  - o small businesses, women-owned businesses, African-American owned businesses
  - o UTSA will building on a study they completed of black and African American businesses in the 8-county San Antonio – New Braunfels MSA